

Message Text

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PAGE 01 KARACH 00930 01 OF 03 261520Z

ACTION EB-08

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FM AMCONSUL KARACHI

TO SECSTATE WASHDC PRIORITY 1353

INFO AMEMBASSY MANAMA PRIORITY

AMEMBASSY DOHA PRIORITY

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FROM RCAA DWOR

BRUSSELS FOR FAA

DEPARTMENT PASS COMMERCE FOR COHEN, HALE, MYERS;

ROME FOR RCAA; FAA FOR CARY AND CARMICHAEL; EXIMBANK

E.O. 11652: N/A

TAGS: EAIR, BEXP, MA, KU

SUBJECT: GULF AIRWAYS PRESENT STATUS, FLEET EXPANSION, AND ROUTE
DEVELOPMENT; FORTHCOMING KUWAIT AIRWAYS - GULF AIR
MERGER DISCUSSIONS

1. SUMMARY: EMBASSY/RCAA CALLS ON GULF AIR BOARD
MEMBERS YUSUF SHIRAWI, ISSA AL-KHALIFA AND GULF AIR
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PAGE 02 KARACH 00930 01 OF 03 261520Z

EXECUTIVES DOUGLAS PRITCHARD, ADLI DIJANI, GOERGE

BROWN IN BAHRAIN FEBRUARY 15 AND 16; ON GULF AIR

BOARD MEMBERS OMRAN ESSA-AL KUWARI, ABDEL KADER

AL-QADI IN DOHA FEBRUARY 19; AND GULF AIR BOARD MEMBER

NASSER AL NUWAIS IN ABU DHABI FEBRUARY 21 INDICATE THE

FOLLOWING: A) MERGER DISCUSSIONS GULF AIR - KUWAIT

AIRWAYS RESUME WITH MINISTERIAL MEETING GOK AND GULF

OWNER-STATES MARCH 21 IN KUWAIT; B) AIRLINE'S RAPID EXPANSION, WHICH COMMENCED APRIL 1972 WITH INAUGURATION SCHEDULED VC-10 OPERATIONS GULF - U.K. CONTINUING AT RAPID PACE WITH 1976 TRAFFIC (REVENUE TON-KILOMETERS) UP 72PERCENT, CAPACITY (AVAILABLE TON-KILOMETERS) UP 68P/C, AND LOAD FACTOR UP ONE POINT OVER 1975; C) ANTICIPATED TRAFFIC TO CONTINUE SHARPLY UPWARD IN 1977 (PLUS 60P/C) WITH EIGHTEEN WEEKLY ROUND TRIP SCHEDULED FREQUENCIES GULF - UK, FULL YEAR'S DEPLOYMENT FOUR-AIRCRAFT TRISTAR FLEET AND SUMMER-EARLY FALL REPLACEMENT FOUR 69-SEAT BAC 111-400'S (ONE LEASED) WITH FIVE NEW 97-SEAT BOEING ADVANCED 737-200 TWINJETS; D) AIRLINE'S PLANS TO PLACE EARLY ORDERS FOR ADDITIONAL TRISTARS (L-1011-200) AND ADVANCED 737-200 TWINJETS TO REPLACE OBSOLESCE, FUEL-INEFFICIENT, HIGH NOISE LEVEL, HIGH UNIT OPERATING COST BAC VC-10'S (FIVE AIRCRAFT) DELAYED BY ABU DHABI/UAЕ RELUCTANCE, WITHOUT FURTHER STUDY AND ANALYSIS, TO JOIN WITH QATAR IN FINANCING THESE NEW FLEET ACQUISITIONS; F) APPOINTMENT OF ABU DHABI'S NASSER AL NUWAIS, REPLACING MOHAMMED AL MULLA, AS UAE DIRECTOR ON AIRLINE'S BOARD, SIGNALING UAE PRESIDENT SHEIKH ZAYED'S INTENT TO ACTIVELY PARTICIPATE IN GULF AIR'S EXPANSION PLANNING (ALBEIT WITH CAUTION AND DELIBERATION AND WITH NO SURRENDER OF UAE'S DETERMINATION TO CONTINUE LIBERAL TRAFFIC RIGHT GRANTS TO FOREIGN-FLAG CARRIERS AT EMIRATE AIRPORTS, DESPITE GULF AIR OBJECTIONS); G) ROUTE PLANNING CONCENTRATED ON INTENSIFICATION OF SCHEDULED FREQUENCIES OVER EXISTING NETWORK RATHER THAN EXPANSION EASTWARD BEYOND BOMBAY TO FAR EAST (DESPITE RECENT INAUGURATION SCHEDULED SERVICES FAR EAST -GULF BY KOREAN AIRLINES AND CATHAY PACIFIC), ALTHOUGH NEW WEST EUROPEAN SERVICES TO FRANKFURT LIMITED OFFICIAL USE

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PAGE 03 KARACH 00930 01 OF 03 261520Z

AND ROME MAY BE INTRODUCED LATE 1977 OR SPRING 1978; H) GULF AIR-KUWAIT AIRWAYS MERGER EFFECTS: INFUSION NEW CAPITAL INTO AIRLINE; POSSIBLE EARLY ORDERS FOR FIVE NEW WIDEBODIED AIRCRAFT AND FIVE NEW TWINJETS, VALUED AT \$250 MILLION; ADDING TO AIRLINE'S RESOURCES OF A LARGE EXTENSIVE, WELL-EQUIPPED AND STAFFED ENGINEERING BASE AT KUWAIT, AN EXTENSIVE MARKETING NETWORK WITH SEASONED, WELL-ESTABLISHED OVERSEAS SALES OFFICES, AND A FLEET OF FIVE BOEING 707-366C'S, TWO BOEING 707-321C'S. END SUMMARY

2. GULF AIR - KUWAIT AIRWAYS MERGER TALKS

GULF AIR DIRECTOR/GOB MINISTER INDUSTRY SHIRAWI STATES BAHRAIN, QATAR, OMAN, AND UAE WILL ATTEND MINISTERIAL MEETING KUWAIT MARCH 21, AT INVITATION GOK, FOR DISCUSSIONS CONCERNING POSSIBLE MERGER GULF AIR AND KUWAIT AIRWAYS. GOK REQUEST PROBABLY TRIGGERED BY ITS UNHAPPINESS OVER RECENT DEVELOPMENTS WHICH LED TO RESIGNATION OF KUWAIT AIRWAYS CHAIRMAN AND MANAGING DIRECTOR. SHIRAWI AND GULF AIR SENIOR MANAGEMENT

OPTIMISTIC ULTIMATE SUCCESS MERGER OF NEGOTIATIONS WHICH, IN THEIR VIEW, WOULD INJECT URGENTLY NEEDED NEW CAPITAL INTO AIRLINE, WOULD ASSURE EARLY FINANCING FOR NEW AIRCRAFT TO REPLACE FIVE OBSOLESCE VC-10'S, AND WOULD PROVIDE POLITICAL RATIONALE FOR UAE (INCLUDING RELUCTANT DUBAI) TO FULLY SUPPORT MERGED AIRLINE. INDICATIONS HERE PREVIOUS MERGER DISCUSSIONS WERE STALLED OVER RIGID PRECONDITIONS DEMANDED BY KUWAIT AIRWAYS CHAIRMAN FULAIJ. WITH NEW MANAGEMENT TEAM OF KUWAIT AIR CARRIER, GULF AIR FEELS MERGER DISCUSSION MAY PROCEED MUCH MORE SMOOTHLY BUT WITHOUT GULF AIR ILLUSIONS AS TO POSSIBLE COMPLICATIONS.

3. TRAFFIC RESULTS

CALENDAR YEAR TRAFFIC: CAPACITY: LOAD TRAFFIC

REV.TON AVAIL. TON FACTOR INCREASE

(000) (000)

1972 7,260 18,794 39 -

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PAGE 04 KARACH 00930 01 OF 03 261520Z

1973 9,342 19,744 47 PLUS29PERCENT

1974(A) 33,293 76,655 45 PLUS256PERCENT

1975 57,997 130,074 45 PLUS74PERCENT

1976(B) 99,899 218,133 46 PLUS72PERCENT

(A) INAUGURATED VC-10 SERVICE APRIL, 1974.

(B) INAUGURATED L-1011 SERVICE APRIL, 1976.

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PAGE 01 KARACH 00930 02 OF 03 260600Z

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4. FLEET PLANNING AND EXPANSION

A. TRISTAR: AIRLINE ACCEPTED DELIVERIES OF ITS FOUR 211-SEAT LOCKHEED-CALIFORNIA L-1011-100 TRISTARS IN JANUARY, FEBRUARY, JUNE AND JULY OF 1976. TRISTAR SCHEDULED SERVICES LONDON-GULF-INDIA/PAKISTAN WERE INTRODUCED APRIL 1, 1976, BUT, DUE TO PHASED FLOOR-STRENGTHENING MODIFICATIONS (PERFORMED BY BRITISH AIRWAYS AT HEATHROW), FULL FOUR-AIRCRAFT FLEET NOT DEPLOYED UNTIL JANUARY 1, 1977. ALL FOUR L-1011-100'S SLATED FOR FUTURE MODIFICATION TO L-1011-200 STANDARD, WITH PRESENT 42,000 LB, THRUST RB 211-22B ENGINE TO BE REPLACED BY 48,000 LB. THRUST RB 211-524B'S AND ENABLING AIRCRAFT TO PERATE NONSTOP MUSCAT-LONDON. LATTER REQUIREMENT HEIGHTENED BY INTRODUCTION THIS SPRING OF FOUR BRITISH AIRWAYS NONSTOP 747 ROUND TRIP FLIGHTS WEEKLY
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PAGE 02 KARACH 00930 02 OF 03 260600Z

LONDON-MUSCAT.

B. ADVANCED 737-200: AIRLINES FIVE 97-SEAT BOEING ADVANCED 737-200 TWIN JETS WILL ENTER SCHEDULED SERVICE JULY 31, AUGUST 10, SEPTEMBER 5, OCTOBER 6, AND OCTOBER 23, COMPLETELY REPLACING EXISTING 69-SEAT BAC 111-400 FLEET (THREE OWNED AND ONE LEASED AIRCRAFT PRESENTLY IN SERVICE, WITH LEASED AIRCRAFT EARMARKED FOR RETURN TO LESSOR BAVARIA GESSULSCHEFT APRIL 23).

C. VC-10 REPLACEMENT. AIRLINE'S FIVE 111-SEAT EX-BRITISH AIRWAYS BAC VC-10'S, WHICH INAUGURATED GULF AIR SCHEDULED SERVICES TO LONDON APRIL 1974, HAVE ENJOYED HIGH PASSENGER ACCEPTANCE BUT ARE BURDENED BY LIMITED CAPACITY AND UNDULY HIGH FUEL AND OPERATING COSTS. THE VC-10'S ARE SCHEDULED FOR REPLACEMENT BY EITHER THREE L-1011-200 TRISTARS AND TWO ADDITIONAL ADVANCED 737-200 TWINJETS VALUED AT \$140 MILLION; OR TWO L-1011-200 TRISTARS AND THREE ADDITIONAL ADVANCED 737-200 TWINJETS VALUED AT \$110 MILLION, TO BE ORDERED AS EXPEDITIOUSLY AS POSSIBLE. HOWEVER, BOARD MEETING FEBRUARY 3 FAILED TO AUTHORIZE ACQUISITION OF THE NEW AIRCRAFT DUE APPARENT HESITANCY ABU DHABI/UAЕ TO SHARE WITH QATAR IN FINANCING THE NEW AIRCRAFT WITHOUT ADDITIONAL STUDY AND ANALYSIS.

5. FLEET DEPLOYMENT SUMMARY:

APRIL 1 - OCTOBER 22, 1977

L-1011-100 (40 FIRST CLASS PLUS 171 ECONOMY SEATS)
FOUR AIRCRAFT IN SERVICE. DEPLOYED ON ELEVEN ROUND TRIP
FLIGHTS WEEKLY GULF-LONDON, OF WHICH FOUR ARE VIA PARIS;
NINE ROUNDTRIP FLIGHTS WEEKLY GULF-BOMBAY; SIX ROUNDTRIP FLIGHTS
WEEKLY GULF-KARACHI; FOUR ROUNDTRIP FLIGHTS WEEKLY GULF-CAIRO.
AVERAGE DAILY UTILIZATION PER AIRCRAFT 10.2 HOURS.

VC-10 (16 FIRST CLASS PLUS 95 ECONOMY SEATS)
FIVE AIRCRAFT IN SERVICE. DEPLOYED ON SEVEN ROUNDTRIP
FLIGHTS WEEKLY GULF-LONDON, OF WHICH FOUR ARE VIA AMSTERDAM;
TWO ROUNDTRIP FLIGHTS WEEKLY GULF-ATHENS, OF WHICH ONE IS
VIA AMMAN; TWO ROUNDTRIP FLIGHTS WEEKLY GULF-LARNACA (CYPRUS);
FIVE ROUNDTRIP FLIGHTS WEEKLY GULF-CAIRO; FOUR ROUNDTRIP FLIGHTS
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PAGE 03 KARACH 00930 02 OF 03 260600Z

WEEKLY GULF-KUWAIT; TWO ROUNDTRIP FLIGHTS WEEKLY GUL-KARACHI;
ONE ROUNDTRIP FLIGHT WEEKLY GULF-AMMAN; FOUR ROUNDTRIP FLIGHTS
WEEKLY GULF-SHIRAZ; SEVEN ROUNDTRIP FLIGHTS WEEKLY INTRA-GULF.
AVERAGE DAILY UTILIZATION PER AIRCRAFT 7.6 HOURS.

BAC 111-400 (10 FIRST CLASS PLUS 59 ECONOMY SEATS)
THREE AIRCRAFT IN SERVICE (FOURTH, A LEASED AIRCRAFT FROM
BAVARIA FLUGGESELLSCHAFT, TO BE RETURNED APRIL 23). DEPLOYED ON
TEN ROUNDTRIP FLIGHTS WEEKLY GULF-KUWAIT; SEVEN ROUNDTRIP
FLIGHTS WEEKLY GULF-SHIRAZ (IRAN); THREE ROUNDTRIP FLIGHTS
WEEKLY GULF-BANDAR ABBAS (IRAN); TWO ROUNDTRIP
FLIGHTS WEEKLY GULF-BAGHDAD; TWENTY SIX ROUNDTRIP
FLIGHTS WEEKLY INTRA-GULF. AVERAGE DAILY UTILIZATION PER
AIRCRAFT 6.2 HOURS.

F-27 (40 ECONOMY SEATS)
ONE AIRCRAFT IN SCHEDULED SERVICES, WITH TWO OTHERS
LEASED TO OIL COMPANIES. DEPLOYED ON TWENTY FIVE ROUNDTRIP
FLIGHTS WEEKLY BAHRAIN-DHAHRAN; FIVE ROUNDTRIP FLIGHTS WEEKLY
BAHRIN-DOHA. AIRLINE SEEKING TO LEASE ONE ADDITIONAL F-27
FOR SCHEDULED SERVICES.

ADVANCED 737-200
AS THESE FIVE AIRCRAFT ARE PROGRESSIVELY PLACED IN SERVICE
THIS SUMMER AND EARLY FALL, THEY WILL GRADUALLY REPLACE THE
BAC 111-400'S AND, ADDITIONALLY, WILL BE DEPLOYED ON SEVENTEEN
GULF-KARACHI ROUNDTRIP FLIGHTS WEEKLY, REPLACING SIX L-1011-100
AND FOUR VC-10 ROUNDTRIP FLIGHTS EFFECTIVE NOVEMBER. FORECAST
AVERAGE DAILY UTILIZATION RATE PER AIRCRAFT 7.3 HOURS.

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PAGE 01 KARACH 00930 03 OF 03 260524Z
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LIMITED OFFICIAL USE SECTION 3 OF 3 KARACHI 0930

6. GULF AIR BOARD OF DIRECTORS AS OF FEBRUARY
3, 1977

BAHRAIN YUSUF AL SHERAWI MINISTER OF DEVELOPMENT AND
INDUSTRY
ISSA ABDULLAH AL KHALIFA DIRECTOR GENERAL CIVIL
AVIATION
UAE ALI OMEIRA UNDERSECRETARY FOR COMMUNICATIONS
NASSER AL NUWAIS DEPUTY DIRECTOR ABU DHABI FUND
FOR ECONOMIC DEVELOPMENT
(REPLACING MOHAMED AL MULLA, UAE
MINISTER OF COMMUNICATIONS AND
TRANSPORT)
QATAR OMRAN ESSA AL-KUWARI DIRECTOR OF CIVIL AVIATION
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PAGE 02 KARACH 00930 03 OF 03 260524Z

ABDUL KADER AL-QADI DIRECTOR OF FINANCE (REPLACING
SAMI GAYED, PRESIDENT HIGH
AVIATION COUNCIL)
OMAN SALIM BIN NASSIR UNDERSECRETARY FOR COMMUNICATIONS
AL-BUSSAID AND CIVIL AVIATION AFFAIRS, GULF
AIR MANAGING DIRECTOR
ABDUL HAFEZ REJAB MINISTER OF COMMUNICATIONS AND
TRANSPORT

7. SYSTEM DISPATCH RELIABILITY AND PASSENGER SERVICE

GULF AIR'S GENERAL MANAGER OPERATIONS PRITCHARD ASSESSES SYSTEM DISPATCH RELIABILITY AT 70PERCENT, MEASURED IN TERMS OF DEPARTURES WITHIN FIFTEEN MINUTES OF SCHEDULE. HOWEVER, THERE APPEAR TO BE SEVERE DISLOCATIONS IN DISPATCH RELIABILITY ON INTRA-GULF BAC 111-400 SERVICES, WITH DELAYS OF TWO TO FOUR HOURS RATHER FREQUENT AND WITH SOME INSTANCES OF FLIGHTS BEING SUMMARILY CANCELLED.

PASSENGER HANDLING AT CHECK-IN COUNTERS AND IN DEPARTURE LOUNGES REQUIRES CONSIDERABLE IMPROVEMENT WHICH WILL BE THE RESPONSIBILITY OF ABUL DIJANI, NEW GENERAL MANAGER MARKETING AND PASSENGER SERVICE, A SEASONED AIRLINE EXECUTIVE AND FORMER DIRECTOR MARKETING FOR KUWAIT AIRWAYS. GULF AIR ALSO BELIEVES REPLACEMENT OF THE BAC 111-400'S WITH NEW ADVANCED 737-200'S WILL SHARPLY IMPROVE INTRA-GULF DISPATCH RELIABILITY DUE TO HIGHER RELIABILITY AND MAINTAINABILITY FEATURES OF THE NEW AIRCRAFT. IN-FLIGHT PASSENGER SERVICE ON GULF AIR FLIGHTS APPEARS OF HIGH QUALITY, MOST PARTICULARLY ON TRISTAR AND VC-10 SCHEDULES.

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